

GROUPE BÉNÉTEAU

Bénéteau Group: in line with its forecasts for 2009 ready for the 2010 season

■ Forecasts confirmed for 2009

€'000,000 IFRS	Q3 sales			9 month sales: Sep 1 to May 31		
	2008-09	2007-08	Change %	2008-09 actual	2007-08 actual	Change %
Boats	198.4	304.3	-34.8%	371.8	628.0	- 40,8 %
Mobile homes	73.9	78.4	-5.7%	138.9	171.9	- 19,2 %
Other business (1)			NS	-	30.3	NS
Consolidated sales	272.3	382.7	-28.8%	510.7	830.2	- 38,5 %
Like-for-like consolidated sales (2)	272.3	380.2	-28.4%	510.7	795.6	- 35,8 %

(1) Microcar deconsolidated at March 1st, 2008

(2) Excluding Microcar and Wauquiez

Sales for the third quarter – traditionally the year's highest – are down -28.4%, compared with -42.6% for the first half of the year like-for-like. This improvement reflects sales generated by the Bénéteau Group during the first nine months of FY 2008-09, coming in at €510.7 million, down 38.5% (-35.8% like-for-like) (2).

- Sales on boats came to €371.8 million for the period, down 40.8% over the first nine months. During the third quarter alone, this downturn came out at 34.8%, compared with 46.4% for the first half of the year.
- On mobile homes, sales totaled €138.9 million for the period, down 19.2%. For the third quarter alone, the decline represents 5.7%, compared with 30.5% for the first half of the year.

In light of sales generated during the period and the current level of the order book, the Bénéteau Group is able to confirm its initial sales forecast of €646 million for the year, down 39% like-for-like.



■ Ready for the 2010 season

Without factoring in an upturn on the pleasure cruising markets for next season, the Bénéteau Group expects its boat business to grow over the 2010 season.

This forecast is based on:

- The expected benefits of an ambitious plan for new models (50% more than in previous years).
- A pricing policy offering incentives
- The impact of the reduction in network stock levels, completed during this season

Furthermore, the Group's workforce and organization have been adapted in line with the decline seen on the markets during the 2008-09 season.

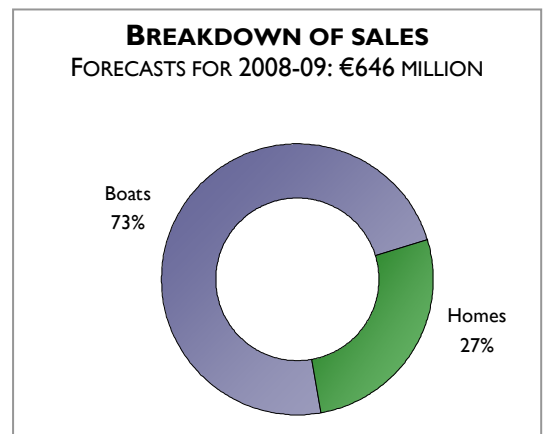
For its part, the home business is expected to see growth thanks to the contribution by the residential home segment. Indeed, this business will start generating sales in FY 2009-10, with the Chaize-le-Vicomte (85) site starting production.



About the Bénéteau Group

In addition to being the world's number-one sailboat builder, the Bénéteau Group is one of Europe's leading players on the powerboat market.

It is also a major player on the European leisure home market and is developing its business on the residential market for wooden frame houses in line with sustainable development standards.



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